**Internal Memo**

To : Consumer Credit Group

From : Ajith Jayaram, Consumer Credit Group

CC : Business Operations Division, Legal & Compliance Division, Information

Technology Group, Human Resource Group, Business Support Group,

Credit Management Group, Finance Department

Date : March 11th, 2015

**RE : Personal Financing (Aeon-iCash) – Extension of Tenure, Increase Facility**

**Amount and Revision of Processing Fee**

The above matter refers;

In effort to remain competitive in the market, the company has enhanced AEON-iCash product to meet customer’s needs. Effective **March 12th, 2015** the enhanced product will cater a) extension of tenure, b) increase in finance amount, and c) revision in processing fee as per **Appendix I** (Table 1.0);

The variation has no impact on material change of the sole product, such as minimum income eligibility, supporting documents and interest rates. Kindly refer to **Appendix II** (Table 2.0) for applicant eligibility and requirement.

The revision would increase sales and enable us to maintain good receivable quality; as such I would take this opportunity to encourage all sales staff to maximize your productivity and continuous effort to achieve your sales target.

For further inquiries please contact Sarvindran Nair at [sarvindran@aeonmalaysia.com.my](mailto:sarvindran@aeonmalaysia.com.my)

Happy Selling!

Thank You.

Independent & Creative- Thinking & Action with Integrity

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Ajith Jayaram

Head, Consumer Credit Group

Marketing & Sales Division

**Appendix 1**

**Table 1.0: Product Variation;**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **No** | **Feature** | **Existing** | | **New** | |
| 1.0 | Tenure | **Min.** | **Max.** | **Min.** | **Max.** |
| 6 months | 60 months | 6 months | 84 months |
| 2.0 | Finance Amount | RM 1,000 | RM 50,000 | RM 1,000 | RM 100,000 |
| 3.0 | Processing Fee | < RM 4,999 | 6.0% | < RM 10,000 | 4.0% |
| > RM 5,000 | - | > RM 10,100 | 2.0%  (cap RM 400.00) |
| 4.0 | Income Eligibility | > RM 800 | | < RM 2,001 | 60 months (max) |
| > RM 2,001 | 84 month (max) |
| 5.0 | Interest Rate | < RM 4,999 | > RM 5,000 | < RM 4,900 | > RM 5,000 |
| a) | New Customer  (821) | 1.5% monthly | 0.84% monthly | 1.5% monthly | 0.84% monthly |
| b) | Express Card  (822) | 1.2% monthly | 0.84% monthly | 1.2% monthly | 0.84% monthly |
| c) | Credit Card Customer  (828) | 1.2% monthly | 0.80% monthly | 1.2% monthly | 0.80% monthly |
| d) | Refinancing  (851) | 1.2% monthly | 0.84% monthly | 1.2% monthly | 0.84% monthly |

*Note: Tenure >60 months and up to 84 months is only applicable for customers with net income >RM2001.*

*Net Income = Gross Income – Statutory deduction (i.e. EPF, Socso, Tax).*

**Appendix 2**

**Table 2.0: Application Eligibility and Requirement;**

|  |  |  |
| --- | --- | --- |
| **No** | **Item** | **Description** |
| **1.0** | Customer Eligibility | - Age 18 to 65 years  - Employed 6 months and above or provide authorization letter from  employer  - Provide office contact, home and mobile. |
| **2.0** | Documents Requirement |  |
|  | **2.1)** MNC / Public  listed company | - Application Form  - Identity card copy (front & back)  - Income Proof ( 1 or 3 months’ salary slip / EPF\* )  *\*Application by EPF statement applicant’s income should be >RM2,000*  *and EPF contributions are consistent for the past 6 months’.* |
|  | **2.2)** Non MNC or non  Public listed  company | - Application Form  - Identity card copy (front & back)  - Income Proof ( 3 months’ salary slip)  - Bank Statement / EPF |
| **3.0** | Self Employed | * Business Registration Certificate (SSM) / Form 9/ 24/ 49 * 6 months bank statement * Form B / BE & Tax Receipt |

*Note: Applications with income <RM2001, please submit supporting documents such as salary slip,*

*allowances / overtime pay slip.*